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A002EAA
JOHN DOSS APRIL 21, 2006

1 IN THE UNITED STATES DISTRICT COURT
2 WESTERN DISTRICT OF MICHIGAN
3 SOUTHERN DIVISION
4 JOEL GOLDMAN,)
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10 THE DEPOSITION OF
11 JOHN DOSS
12 Taken on Behalf of the Plaintiff
13 April 21, 2006

21 _____
22 ATKINSON-BAKER, INC.
23 COURT REPORTERS
24 (800) 288-3376
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26 Reported by: Edward F. Kidd, Registered Professional
27 Reporter and Notary Public
28 FILE NO.: A002EAA

1 Q. When did Tom mention him?

2 A. I don't -- you know, I don't really remember
3 when. We heard about him in kind of the late '90s, and
4 Tom mentioned him maybe when we were first starting in
5 the early years. But that's the best I recollect.

6 Q. Other than those two times that you can
7 recollect when you were just starting, and that means
8 just starting AIC and HMS; is that right?

9 A. Yes, correct.

10 Q. And the '90s I think was another period you
11 mentioned, other than those two times, can you recall
12 any other times Tom Givens may have mentioned Joel
13 Goldman to you?

14 A. No.

15 Q. Let's go to the most recent first.

16 A. Sure.

17 Q. In the 1990s, what was the context in which Tom
18 Givens mentioned Mr. Goldman's name; do you recall?

19 A. Well, we -- he mostly just mentioned it as,
20 yeah, you know, we knew him or something like that back
21 at AMC. And that was about the sum of it.

22 Q. And how did his name come up?

23 A. He won a piece of business that we were trying
24 to get.

25 Q. Okay.

1 A. At HMS.

2 Q. Do you remember which hospital that was?

3 A. I'm embarrassed. The hospital is in Rollins --
4 I'm sorry. Rollins, Montana, Rollins, Wyoming, one of
5 those two states. There is a little difference there.
6 I can't remember which one.

7 Q. Yeah, I can't remember if it was Montana or
8 Wyoming.

9 A. Those are big states.

10 Q. Let's go back to the earlier time that his name
11 came up. When HMS was first starting, do you recall
12 the context that his name came up that time?

13 A. You know, I would just be guessing.

14 Q. I don't want you to guess.

15 A. Yeah.

16 Q. I don't want you to speculate.

17 A. Yeah.

18 Q. Was it something to do with the medical records
19 source code?

20 A. My recollection was that his name came up, and
21 what Tom mentioned was that he wore a gold chain or
22 something like that.

23 Q. Uh-huh.

24 A. That's it.

25 Q. You remember his saying, you remember Tom

1 by you to be the -- if you understand what I mean by
2 core?

3 A. Uh-huh.

4 Q. Circle the ones that are the core modules at
5 the time of this contract.

6 A. Okay. Again, some of this relates to certain
7 relationships that the client already may have in
8 place, but I think this represents. Okay.

9 Q. At least what you've circled is an
10 approximation?

11 A. Uh-huh.

12 Q. Understanding that things can vary by customer
13 or by special circumstances?

14 A. Well, and I just comment that the other
15 exception there is the relative market acceptance of a
16 given kind of automation. For example, I did not
17 circle electronic medication administration record.
18 That's very important, but it's acceptance in the
19 marketplace has been relatively slow. At the time we
20 did this contract, this was pretty new stuff. These
21 days it's pretty well accepted that is almost a ticket
22 to entry, a requirement.

23 Q. Uh-huh?

24 A. Rather than an optional module.

25 Q. Are the ones that you circled, using your term,

1 a ticket to entry, are the ones that you circled all
2 tickets to entry?

3 A. Uh-huh.

4 MR. DENNEN: Answer yes or no.

5 THE WITNESS: I'm sorry. Yes.

6 MR. DENNEN: Just for the record, John,
7 why don't you read the ones that you circled so we
8 don't have any questions later.

9 THE WITNESS: Okay. I'm reading the heavy
10 black print.

11 MR. DENNEN: Yes, don't read anything
12 else.

13 THE WITNESS: Patient accounting,
14 quarterly LMRP updates, Health Information Management,
15 accounts payable, general ledger, payroll, human
16 resources, time and attendance, materials management,
17 HMS report archive, clinical view, patient care
18 documentation, order communications, pharmacy, Medispan
19 database support for pharmacy laboratory, radiology,
20 and finally electronic remittance advice, 835s.

21 BY MR. SMITH:

22 Q. And what do you mean by ticket to entry? What
23 do you mean by that?

24 A. A minimum requirement to proceed in the sales
25 process.

1 Q. And is that requirement coming from HMS or is
2 it coming from the customer?

3 A. It's coming from the prospect.

4 Q. From the prospect?

5 A. Yes.

6 MR. SMITH: Okay. Off the record.

7 (Recess taken.)

8 BY MR. SMITH:

9 Q. We're back from lunch. Where we left off,
10 Mr. Doss, we were looking at some of the items in
11 Exhibit 47 and also a newly marked exhibit which both
12 concern contracts between HMS and its hospitals. I'd
13 like to show you now another exhibit. What is
14 E-Health?

15 A. E-Health is the wholly-owned subsidiary of HMS.

16 Q. What does E-Health do?

17 A. It provides ASP services.

18 Q. That is ASP would be -- what does that stand
19 for? Did you mean to say ISP?

20 A. No, I meant to say ASP. ASP is a standard
21 acronym for application service provider.

22 Q. That would be -- how would that work? Would
23 that mean a hospital could access remotely a computer
24 system that has software running on that remote
25 computer system?